

# Fourth Quarter 2008 Webcast

February 12, 2009

Alcon

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This presentation, made on February 12, 2009, includes forward-looking statements based on current expectations and Alcon does not undertake the obligation to update the forward-looking information or statements. These expectations could differ materially from actual results and are subject to a number of uncertainties and risks as detailed in the company's form 20-F filed with the SEC on March 18, 2008.

In addition, this presentation may include several financial measures, to assist in better understanding our business, that are not prepared in accordance with generally accepted accounting principles (GAAP). These non-GAAP financial measures will be reconciled at the end of this presentation or in associated public information filed with the SEC.

Reports noted above are available on our website at <u>www.alcon.com</u> in the "Investors and Media" section. For further information contact the Alcon Investor Relations Department at (817)551-8805.



## **Business Overview**

Cary Rayment
Chairman, President & CEO



## **Long-term Opportunity**

- Attractive market fundamentals
  - Value of vision to individuals and to society
  - Significant unmet medical needs
  - Aging demographics provide long-term foundation for growth
- Strong competitive position
  - Specialized focus in all areas of eye care
  - Geographic and product diversification mitigates risk
  - Global infrastructure to fulfill expanding global demand
  - Financial resources to support long-term investment in R&D and brand development



## 2008 Highlights

#### Strong full-year financial performance

- 12.4% reported sales growth, 8.3% organic growth\*
- 29.3% increase in diluted EPS

#### Market share gains driving growth

- Glaucoma
- Allergy
- IOLs
- Phaco systems and disposables

#### Global product approvals and launches

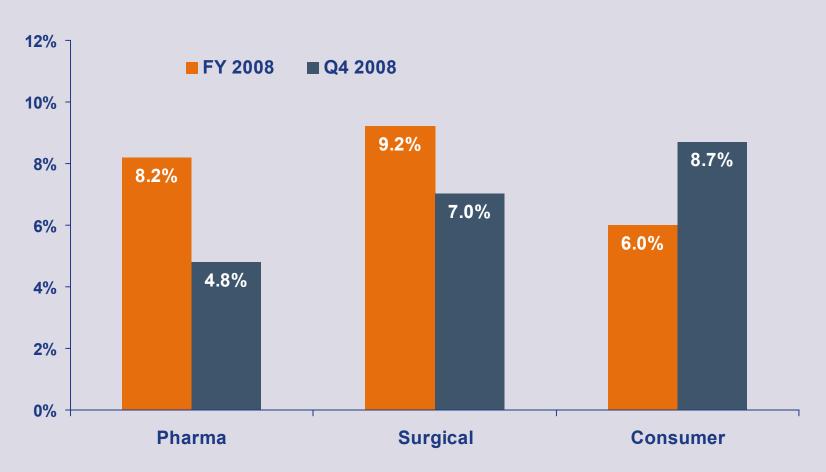
- AcrySof® ReSTOR® +3.0
- AcrySof® Phakic in E.U.
- CONSTELLATION®
- AZARGA® in E.U.
- TRAVATANZ<sup>™</sup> in Japan

<sup>\*</sup> Organic growth is a non-GAAP measure presented to give investors a better comparison of operations between years. Reconciliations for organic growth are provided in slides at the end of this presentation.



#### **Balanced Growth**

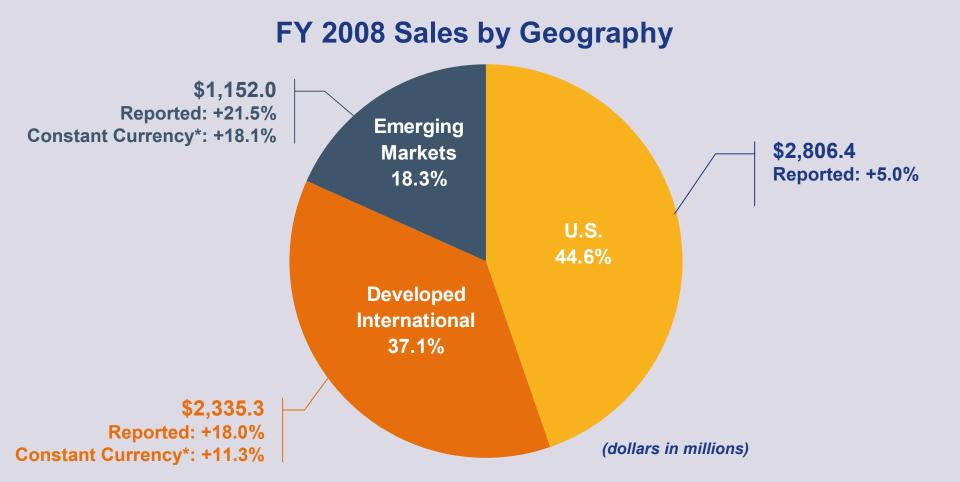
#### **Organic Growth\* by Product Line**



<sup>\*</sup> Organic growth is a non-GAAP measure presented to give investors a better comparison of operations between years. Reconciliations for organic growth are provided in slides at the end of this presentation.



## 2008 Geographic Sales and Growth



<sup>\*</sup> Constant currency sales growth is a non-GAAP measure presented to give investors a better comparison of operations between years. Reconciliations for constant currency are provided in slides at the end of this presentation.



## Growing Market Share in Key Categories

	November YTD 2008	FY 2007	Share Growth
TRAVATAN® + TRAVATAN Z®	17.8%	15.9%	+190 bps
DuoTrav™	20.6%	16.6%	+400 bps
Azopt <sup>®</sup>	54.2%	51.4%	+280 bps
Vigamox® %	8.7%	7.5%	+120 bps
NEVANAC®	1.9%	1.3%	+60 bps
Patanol® + Pataday®	20.7%	18.2%	+250 bps
CIPRODEX® * / Cipro® HC	8.2%	7.7%	+50 bps
Total IOL's	53.0%*	52.6%*	+40 bps
OPTI-FREE® EXPRESS® + RepleniSH®	51.4%*#	49.0%*#	+240 bps
OTC Dry Eye	24.2%*#	23.2%*#	+100 bps

<sup>%</sup> Moxifloxacin, the active ingredient in Vigamox®, is licensed to Alcon by Bayer HealthCare AG. Cipro HC® and CIPRODEX® are registered trademarks of Bayer AG and licensed to Alcon by Bayer HealthCare AG.

Source: Global-IMS, Market Scope and US-Nielsen



<sup>\*</sup> Reflects full year data.

<sup>#</sup> Reflects U.S. data only.

#### **Evolution of 2008 Growth**

		Alcon Grou	up Reported USD	Growth	
	Q1	Q2	Q3	Q4	Full Year
International	25.6%	28.9%	23.8%	1.2%	19.1%
United States	5.9%	7.0%	4.1%	2.8%	5.0%
Alcon Group	16.2%	17.9%	14.1%	1.9%	12.4%

	Alcon Group Organic USD Growth*				
	Q1	Q2	Q3	Q4	Full Year
International	10.2%	13.4%	14.0%	9.3%	11.6%
United States	5.9%	6.5%	3.6%	2.6%	4.7%
Alcon Group	8.1%	10.0%	8.9%	6.4%	8.3%

<sup>\*</sup> Organic growth is a non-GAAP measure presented to give investors a better comparison of operations between years. Reconciliations for organic growth are provided in slides at the end of this presentation.



## Growing Glaucoma Sales Faster than Competition



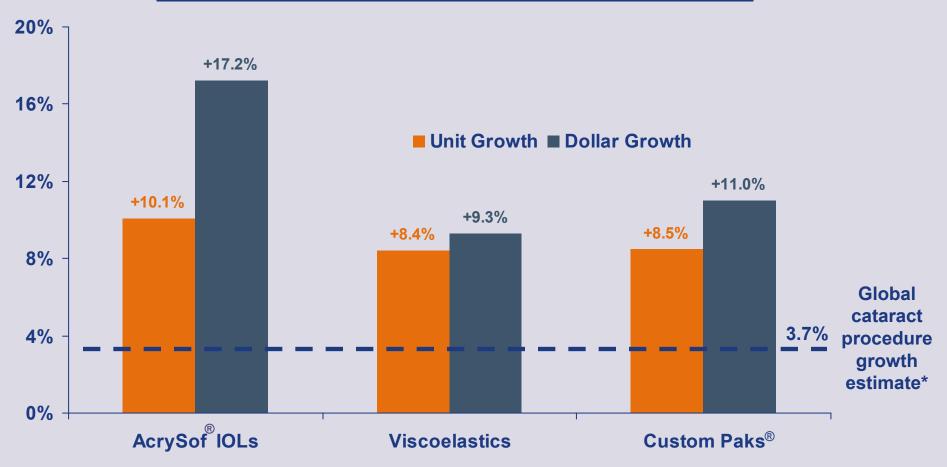


Source: IMS Nov 08 Monthly for top 30 countries



#### **Global Growth in Cataract Products**

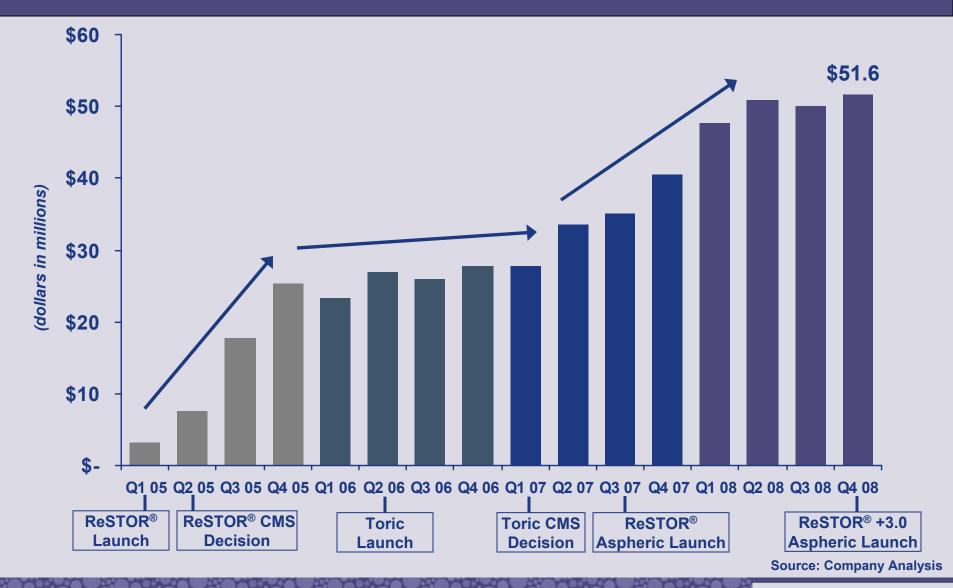
#### Percent Growth in Cataract Products - FY 2008



\*Source: Global procedure growth from Market Scope



## **Advanced Technology IOL Sales Trend**





#### **Disinfectant Market Share Success**

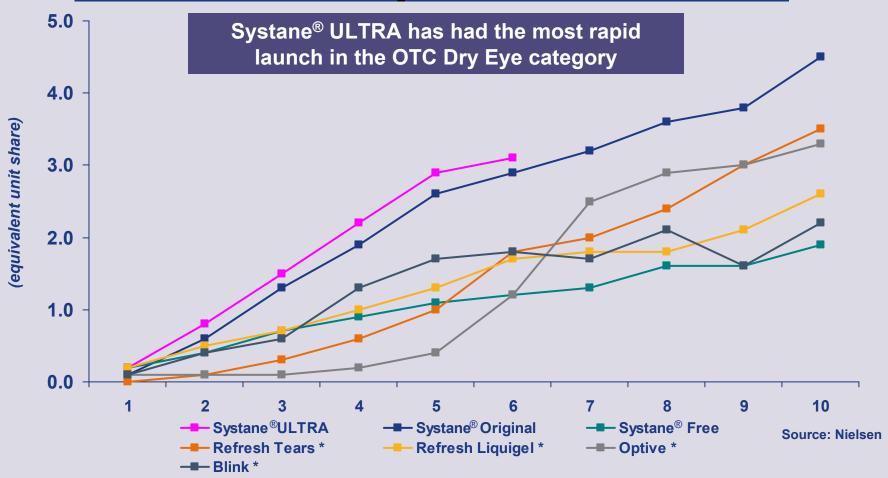
#### **U.S. Equiv. Unit Market Share (including Private Label)**





## Successful U.S. Launch of Systane® ULTRA





<sup>\*</sup> Trademarks are property of their respective owners.



## **Financial Review**

Rick Croarkin
Senior Vice President, Finance and Chief Financial Officer



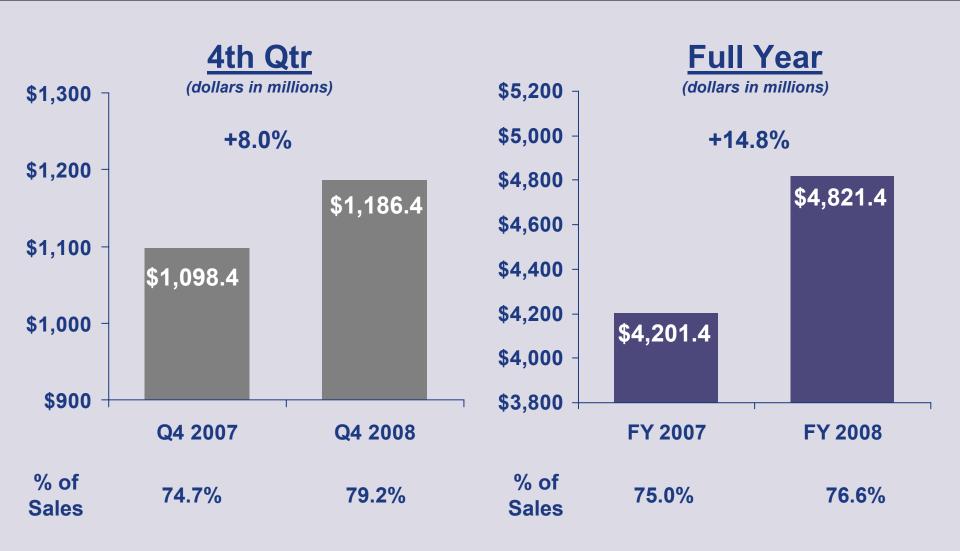
#### Sales



<sup>\*</sup> Constant currency sales growth and organic sales growth are non-GAAP measures presented to give investors a better comparison of operations between years. Reconciliations for constant currency sales growth and organic sales growth are provided in slides at the end of this presentation.

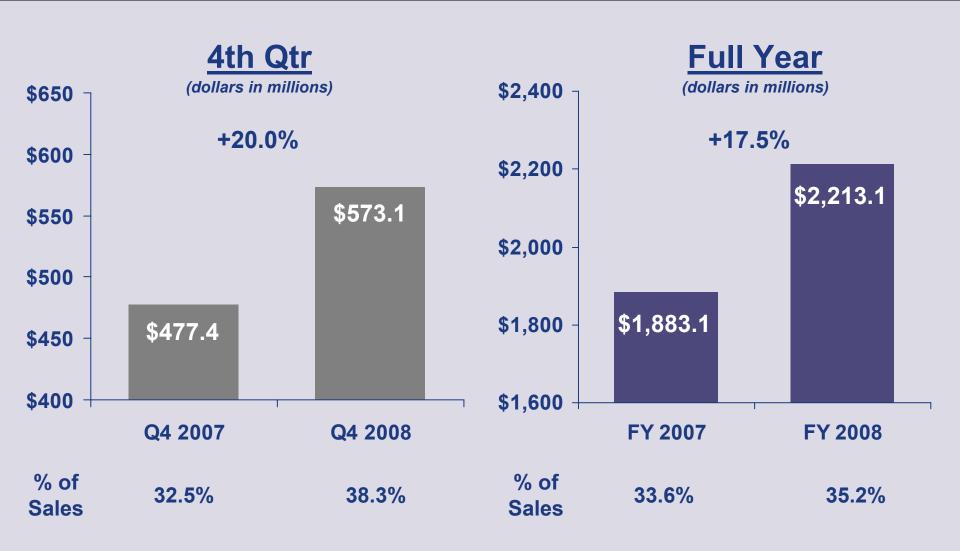


#### **Gross Profit**



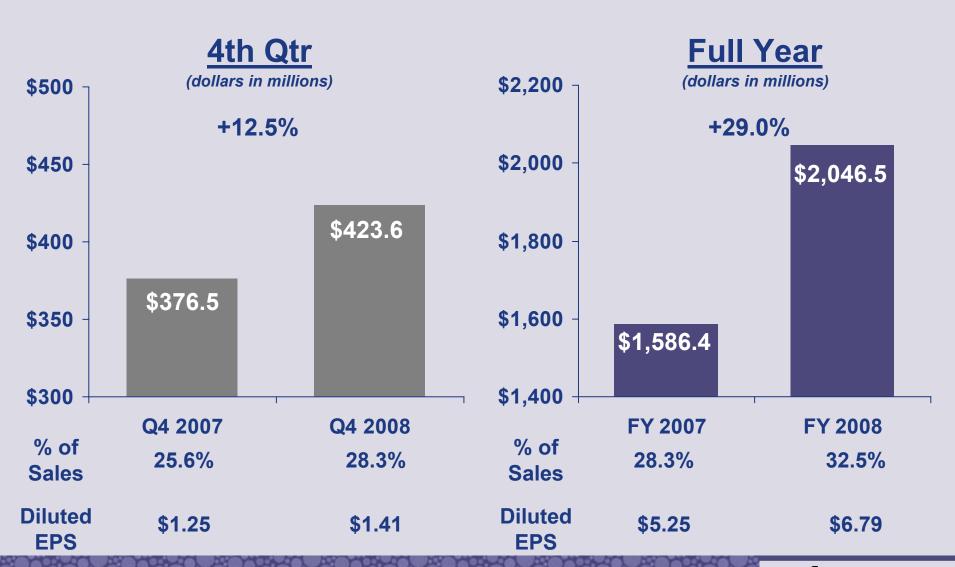


## **Operating Profit**





## **Net Earnings**





## **Investment Performance and Strategy Update**

#### Fourth Quarter and FY 2008 Investment Performance

- Investments losses totaled \$83.3 million in Q4
  - Includes \$32.1 million of impairment charges
- Full-year 2008 losses of \$133.8 million
  - Includes \$36.5 million of impairment charges

#### Modifications to Investment Strategy

- Eliminating allocation to REITs and hedge funds
  - REITs fully liquidated in January 2009
  - Hedge fund redemptions will occur in stages through Q4 2009
- Resulting portfolio asset allocation of
  - 90.5% cash, 9% fixed income and 0.5% equities



#### **Consistent Dividend Growth**

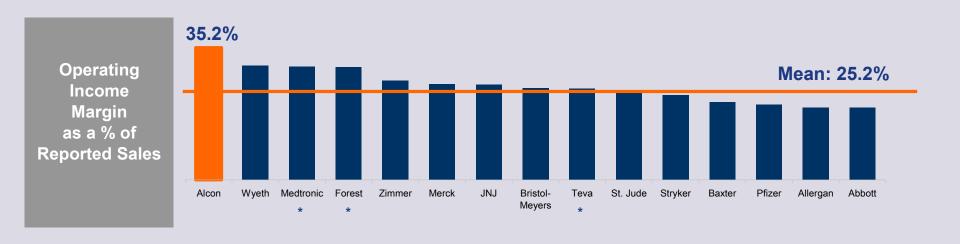
#### <u>Dividend Historical Payout vs. 2009 Proposal</u>

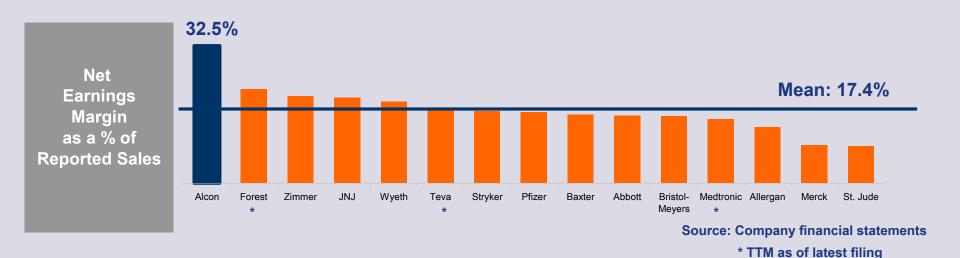


<sup>\*</sup> Dividend proposal will be put to a shareholder vote on May 5, 2009. Dividends are declared in Swiss francs; 2009 USD amount is an estimate only.



## Industry-leading Margins





Alcon

#### 2009 Full Year Financial Guidance

- Organic growth in the mid-single digits
- Diluted earnings per share:

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U.S. GAAP EPS guidance $6.00 - $6.20
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Restructuring charge (0.05) (0.05)

Adjusted EPS guidance \$6.05 - \$6.25





(dollars in millions) FULL YEAR 2008	FY GAAP Growth Rate	Exchange Rate Changes	FY Constant Currency Growth Rate	Acquisition Rate Changes	FY Organic Growth Rate
Global Sales	12.4%	(2.9%)	9.5%	(1.2%)	8.3%
Pharmaceutical	10.7	(2.5)	8.2	0.0	8.2
Surgical	15.3	(3.6)	11.7	(2.5)	9.2
Consumer	8.3	(2.3)	6.0	0.0	6.0
United States	5.0	0.0	5.0	(0.3)	4.7
International	19.1	(5.6)	13.5	(1.9)	11.6
Developed International	18.0	(6.7)	11.3	NA	NA
Emerging Markets	21.5	(3.4)	18.1	NA	NA



(dollars in millions) Q4 2008	Q4 GAAP Growth Rate	Exchange Rate Changes	Q4 Constant Currency Growth Rate	Acquisition Rate Changes	Q4 Organic Growth Rate
Global Sales	1.9%	5.2%	7.1%	(0.7%)	6.4%
Pharmaceutical	0.0	4.8	4.8	0.0	4.8
Surgical	3.2	5.3	8.5	(1.5)	7.0
Consumer	2.9	5.8	8.7	0.0	8.7
United States	2.8	0.0	2.8	(0.2)	2.6
International	1.2	9.2	10.4	(1.1)	9.3



(dollars in millions) Q1 2008	Q1 GAAP Growth Rate	Exchange Rate Changes	Q1 Constant Currency Growth Rate	Acquisition Rate Changes	Q1 Organic Growth Rate
Global Sales	16.2%	(6.8%)	9.4%	(1.3%)	8.1%
United States	5.9	0.0	5.9	0.0	5.9
International	25.6	(13.0)	12.6	(2.4)	10.2



(dollars in millions) Q2 2008	Q2 GAAP Growth Rate	Exchange Rate Changes	Q2 Constant Currency Growth Rate	Acquisition Rate Changes	Q2 Organic Growth Rate
Global Sales	17.9%	(6.7%)	11.2%	(1.2%)	10.0%
United States	7.0	0.0	7.0	(0.5)	6.5
International	28.9	(13.5)	15.4	(2.0)	13.4



(dollars in millions) Q3 2008	Q3 GAAP Growth Rate	Exchange Rate Changes	Q3 Constant Currency Growth Rate	Acquisition Rate Changes	Q3 Organic Growth Rate
Global Sales	14.1%	(3.8%)	10.3%	(1.4%)	8.9%
United States	4.1	0.0	4.1	(0.5)	3.6
International	23.8	(7.6)	16.2	(2.2)	14.0



	Net Earnings Millions	Diluted EPS
2007 reported	\$1,586.4	\$ 5.25
2007 refractive impairment	20.8	0.7
2007 adjusted	\$1,607.2	\$ 5.32
2008 reported	\$ 2,046.5	\$ 6.79
2008 tax adjustment*	(235.7)	(0.79)
2008 adjusted	\$ 1,810.8	\$ 6.00
2008 Reported Growth	29.0%	29.3%
2008 Adjusted Growth	12.7%	12.8%

Note: Adjusted net earnings and adjusted growth measure the results of the company's operations without certain items that pertained only to the period presented. Management believes these measures are an important measure of the company's operations because it provides investors with a clearer picture of the core operations of the company. This measure is considered a non-GAAP financial measure as defined by Regulation G promulgated by the U.S. Securities and Exchange Commission.



2008 Reported Net Earnings
Impact of Refractive Impairment and Tax Credit
2008 Adjusted Net Earnings

2008 Reported Income Taxes
Impact of Refractive Impairment and Tax Credit
2008 Adjusted Income Taxes

in Millions
 FY 2008
\$ 2,046.5
 235.7
\$ 1,810.8

in Millions
Q4 2008
\$ 35.9
235.7
\$ 271.6

Diluted Earnings Per Share		
FY 2008		
\$	6.79	
	0.79	
\$	6.00	

Effective Tax Rate	
1.7%	
13.0%	

Note: Adjusted net earnings and adjusted effective tax rate measure the results of the company's operations without certain items that pertained only to the period presented. Management believes these measures are an important measure of the company's operations because it provides investors with a clearer picture of the core operations of the company. This measure is considered a non-GAAP financial measure as defined by Regulation G promulgated by the U.S. Securities and Exchange Commission.

